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## Gambling in the 'Graveyard'

# New York Publishers Push New Ventures Despite the Demise of Dozens of Dailies

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NEW YORK—Despite New York City's well-earned reputation as a newspaper graveyard, at least six newspapers and two magazines have bravely started up this year.

Among them: Two newsless newspapers, a sports sheet, a radical weekly "out to make trouble," a "subterranean" biweekly and a Negro monthly.

Due next month: The Daily World, reflecting the views of the Communist Party and replacing the twice-weekly Worker.

Some of these supplements to the city's reading fare stand little more chance of survival than the dozens of dailies that have fallen by the wayside through the years. The most recent casualties were the Long Island Star-Journal in the borough of Queens, which closed down in March because of a printers strike and isn't expected to reopen, and the New York World Journal Tribune. Its sudden death, on May 5, 1967, left Manhattan with only one afternoon newspaper, the New York Post; this created an intolerable situation to many newspapermen.

### No Successor in Sight

In spite of predictions then that a successor was inevitable, none has appeared and none is likely. Manhattan's two general-interest morning papers, the New York Times and the New York News, each seriously considered launching an afternoon paper but rejected the project as too risky. So did Time Inc., the big magazine publisher, and several others.

Smaller publishers entering where the giants fear to tread are gambling that a low-cost publication can survive with only modest amounts of circulation and advertising. And modest amounts are all they're getting.

The New York Knickerbocker, a weekly with color comics and entertainment features, sold 260,000 copies of its first issue Feb. 25. But only 140,000 persons plunked down 20 cents for its ninth issue April 21. The first issue benefited from extensive promotion and reader curiosity, after which sales "rapidly simmered down to a more normal figure," explains Frank J. Keller, president and general manager.

To help hypo sales, the Knickerbocker will soon launch a "Lucky Knicker Bucks" game, awarding cash prizes to readers who find \$5 and \$10 bills with numbers matching 25 numbers printed each week in the paper.

### Building a Sales Force

With "time and money and considerable effort," circulation can be pushed to 350,000, Mr. Keller says. But advertising is something else. Thus far the paper has relied on an independent advertising sales representative, and volume has been disappointing. So, says Mr. Keller, "we're going to develop an internal ad manager and a staff of salesmen."

## Most of New Publications Are Printed Outside City

By a WALL STREET JOURNAL Staff Reporter

NEW YORK—Most of the city's new publications are printed outside the city.

High costs and a shortage here of the offset printing facilities favored by the fledgling publishers have prompted them to look elsewhere. The New York Daily Column is produced in suburban Long Island, the New York Knickerbocker in Buffalo, N.Y., and New York magazine in Sharon Hill, Pa. New Jersey shops print the New York Free Press, Sportsweek and Rat.

The Daily World is bucking the trend. "Some of the new papers are running out of town," says Joseph Brandt, business manager of the Marxist daily. "We want to stay with the union."

The New York Daily Column, the other newsless newspaper, is likewise beefing up its advertising sales force. Its 24-page issues have averaged seven to eight pages of ads, far more than the Knickerbocker runs. One reason for this is a feeling among advertisers that the Column reaches more serious and affluent readers. Published each weekday, the 10-cent Column eschews comic strips and pictures in favor of political, financial and entertainment columns and features.

Circulation has dropped to less than 100,000 from well over 150,000 the first week, April 1-5. But Jerry Finkelstein, publisher, expresses satisfaction. "We are ahead of schedule," he says. "We are in business to stay."

Still, the newsless newspaper concept doesn't make sense to many newspapermen and advertisers. "I'm still old-fashioned enough to think people buy newspapers primarily to read news," says an ad agency executive.

### Ad Spending on Plateau

The media director of a big Madison Avenue agency notes that the ad-hungry new publications have arrived during a year when ad spending is on a plateau. "Because of rate increases, clients are getting less space and time for the same money," he says. They're reluctant to cut back spending in established media to support untried publications whose coverage of the vast New York market is minor and non-essential, he says. "The tragedy is that there are probably some very fine publications that should live but won't for lack of adequate advertising support."

New York magazine calculates it needs 40 to 45 ad pages and 100,000 circulation to break even, or 20 to 22 ad pages with 200,000 circulation. The first issue, April 8, carried 64 ad pages, but subsequent issues only 10 to 14. "We expect a dramatic spurt in the fall," says

The 40-cent weekly started with 60,000 subscriptions, but expects to have to cancel several thousand for non-payment. Newsstand sales exceed 40,000.

Critical reaction has been mixed. Well-researched, well-written articles by Judith Crist, Alan Rich, Tom Wolfe and others have won praise. But cramped makeup, smart alec quips and unappetizing nude photos have been scored. An ad agency official who admired New York when it was the Sunday magazine supplement to the New York World Journal Tribune is disappointed in it as a separate slick magazine. "The rapier wit just isn't there any more," he complains. "They're trying to be too cute."

Clay Felker, who edited New York when it was the WSJT supplement, is editor of the new magazine. William E. Taylor, another WJT editor, edits the Daily Column. And three former WJT sports staffers put out Sportsweek.

### A Moonlighting Editor

This 25-cent weekly sports tabloid features imaginative photos and breezy stories contributed by freelance writers, but suffers from diffusion in trying to cover all sports. Editor Sal Gerage moonlights from his desk job at the New York News. Associate editor Marty O'Shea and three clerical workers comprise the payroll. Despite the shoestring budget, Sportsweek is struggling. The first three issues sold an average of only 35,000 copies and advertisers, rues Mr. O'Shea, "have a wait-and-see attitude."

New York Scenes seems to be catching on. The 40-cent monthly magazine is aimed at young, hip, poorly heeled New Yorkers. The second issue, just out, includes pieces on dirty book stores (The Wonderful World of Pornography), Sunday brunch and apartment hunting. To come: How to Spot Your Neighborhood Bookie, Dime-a-Dance Emporiums, and A Selective Guide to New York Clip Joints.

Negro News is published by NEGRO, an acronym for National Economic Growth and Reconstruction Organization. This self-help group, through subsidiaries, runs a small hospital, clothing factory, construction company, bus line, ad agency and other enterprises. Besides supporting these projects, the 15-cent monthly newspaper preaches economic self-sufficiency for Negroes and opposes such militant political action as the Poor People's March on Washington.

In contrast, the New York Free Press delights in confrontations with the Establishment. A recent issue listed the names, addresses and phone number of 104 Manhattan draft board members, and encouraged readers to call them to account. "That's a newspaper's job—to dig and make trouble," says editor Jack Banning, who claims 23,500 circulation for the 15-cent weekly.

## Action . . . Then Words

Rat, a 15-cent biweekly, specializes in "subterranean news" gathered by "experimental journalists." Not satisfied with detached reporting, Rat writers looted in Washington and helped man the student barricades at Columbia University. "We're participants first, newspapermen second," says Jeffrey Shero, Rat's 25-year-old, \$25-a-week editor. Whereas underground newspapers "believe in personal liberation, that each man can save himself," Rat holds that "men have to join together and struggle for their liberation," he says.

The Communist Party hopes the Daily World will help break its isolation from the New Left. Young Negro reporters are being added to the staff and plans are laid to broaden coverage and reader appeal when the Daily World replaces The Worker in late June. "We will try to get more non-Communists to write for it," says Joseph Brandt, business manager. "We don't want it to be a house organ of the CP."

However, there won't be a change in policy, he says. Co-editors will be Carl Winter, presently editor of The Worker, and John Pltman, a longtime staffer.

The new paper will publish 12-page, 10-cent editions Monday through Thursday and a 24-page, 15-cent weekend edition. Initial circulation is projected at 10,000 to 15,000 weekdays and 20,000 to 25,000 for the weekend paper. The Worker, which succeeded the Daily Worker in 1958, sells about 15,000 copies of its mid-week

issue and 18,000 of its weekend issue.

Mr. Brandt figures the new daily will cost \$600,000 to \$650,000 a year, of which \$300,000 to \$350,000 will come from operating revenue and the rest from campaigns among readers and receipts at benefit affairs. Salaries will remain low. Says the \$100-a-week-business manager: "This is a poor man's paper."

Riches are on the rise at the well-established commercial dailies. All three have shared in the advertising and circulation abandoned by the World Journal Tribune. The Times ran 21.3 million lines of advertising in the first quarter, up 8% from January-March 1967. The News boosted lineage 9% to 11.8 million, while Post lineage jumped 19% to 3.7 million.

Circulation of the News slipped to 2,060,000 from 2,075,000 weekdays and to 1,793,000 from 1,810,000 on Saturday, partly because of an increase in newsstand price to eight cents from seven cents. But sales of the 25-cent Sunday edition rose to 3,230,000 from 3,143,000.

Times circulation increased on weekdays to 961,000 from 866,000 on Saturday to 730,000 from 648,000, and on Sunday to 1,575,000 from 1,506,000.

Post sales leapt to 700,000 from 483,000 weekdays and to 388,000 from 300,000 Saturday. It doesn't publish Sunday.

The Village Voice, an avant garde weekly published in Greenwich Village, also has thrived. Ad lineage rose 42% in the first quarter and circulation jumped to 98,000 from 60,000.

Broadened editorial appeal, better distribution and less competition for newsstand display have helped circulation, says publisher Edwin Fancher. "We don't get pushed aside on the newsstand any more."

Nat Hentoff, who contributes a column on the press to the Voice, criticizes the Times and Post for insufficient editorial improvement. "The Times remains indispensable," he says, "but with exceptions, doesn't dig as hard and as resourcefully as it did for a time when the Herald Tribune was alive." The morning Herald Tribune passed out of existence in 1968 after merging with the afternoon Journal-American and the World-Telegram & Sun to form the ill-fated World Journal Tribune.

## The Times Spruces Up

The Times has spruced up its appearance. Last year it enlarged its body type, modernized typographical design, added color to the Sunday Magazine, and improved picture presentation.

The Post is investing heavily in new color presses but has made only minor editorial changes. Dorothy Schiff, editor-in-chief and publisher, "hasn't taken advantage of the past year to make the Post a markedly better newspaper," Mr. Hentoff complains. "If you don't read the Post, you miss little hard news."

The Washington, D.C., Examiner has dropped its New York edition, which publisher O. Roy Chalk had hailed last November as "the opening gun in a campaign to start an afternoon daily in New York City."